

Message Text

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ACTION NEA-10

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UNCLAS ABU DHABI 0406

E.O. 11652: NA
TAGS: BTIO, TC
SUBJ: PRODUCT OPPORTUNITY - ELECTRICAL SWITCHGEAR

REF: ABU DHABI 0035

1. AL QUEBEISI CONTRACING COMPANY, A VERY ENERGETIC
LOCAL FIRM RESPONSIBLE FOR RECENT LARGE SALE OF
SOLAR GAS TURBINE TO UAE MINISTRY OF ELECTRICITY
AND WATER NOW WANTS TO TENDER SUPPLY AND DELIVERY
OF LARGE QUANTITY OF 11KV ELECTRICAL SWITCHGEAR TO
ABU DHABI DEPT. OF WATER AND ELECTRICITY. (THIS GOVERNMENT
TENDER INVITATION FOR SWITCHGEAR PREVIOUSLY
REPORTED REFTEL. TENDER INCLUDES:

300 FOUR-PANEL, 11KV SWITCHBOARDS WITH FEEDER
CONTROL PANELS AND 11KV/433V TRANSFORMER
CONTROL PANELS.

22 24 ELEVEN-PANEL, 11KV SWITCHBOARDS WITH FEEDER
CONTROL PANEL, 11KV/433V TRANSFORMER CONTROL
PANELS, AND BUS SECTION PANELS.

8 TWENTY-TWO PANEL SWITCHBOARDS WITH 11KV/433
VOLT LOCAL TRANSFORMER CONTROL PANELS, AND
15 MVA 33/11.55KV INCOMER TRANSFORMER CONTROL
PANELS.

1 TWENTY-NINE PANEL SWITCHBOARD WITH 20MVAR 11KV
SHUNT REACTOR CONTROL, 11KV FEEDER CONTROL PANEL,
AND 40MVA 132/11KV INCOMER TRANSFORMER CONTROL
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PANEL

AL QUEBEISI'S ESTIMATED VALUE OF SWITCHGEAR IS DOLLARS
FOUR MILLION.

2. AL QUEBEISI IS SEEKING AMERICAN SWITCHGEAR MANUFACTURER
WHO CAN ACT FAST TO HELP HIM BID FIRM'S EQUIPMENT BY
DEADLINE OF MARCH 3. AL QUEBEISI WILL PAY FARE AND
ACCOMODATIONS FOR SENIOR SALESMAN OF INTERESTED U.S.
SWITCHGEAR MANUFACTUER TO COME HERE AND HELP AL QUEBEISI
ESTIMATE TENDER. PAST EXPERIENCE INDICATES AL QUEBEISI
IS HIGHLY AGRESSIVE, HAS THE CONTACTS NECESSARY TO WIN LARGE
GOVERNMENT CONTRACTS, AND WOULD BE EXCELLENT AGENT FOR
AN AMERICAN SWITCHGEAR MANUFACTURER.

3. ACTION REQUESTED: PLEASE TELEPHONE U.S. MANUFACTURERS
OF SWITHCHGEAR ABOUT THIS OPPORTUNITY AND TRY TO IDENTIFY
SINGLE, INTERESTED, QUALIFIED FIRM WHICH IS WILL ING TO
SEND MEN TO ABU DHABI IMMEDIATELY (AT AL QUEBEISI EXPENSE)
TO ASSIST AL QUEBEISI WITH BID. SEND NAME OF FIRM, NAME
OF PERSON TO CTONTACT AT FIRM AND FIRM'S TELEX NUMBER TO
ABU DHABI COMMERICAL OFFICER. MARK NIACT IMMEDIATE. CML
OFFICER WILL PUT AL QUEBEISI IN TOUCH WITH SWITCHGEAR
MANUFACTURER. DO NOT CONTACT POWELL ELECTRIC OF HOUSTON
TELAS AS AL QUEBEISI HAS ALREADY BEEN IN TOUCH WITH
THIS FIRM AND THEY APPARENTLY WORKING THROUGH ANOTHER
AGENT IN ABU DHABI. BE AWARE THAT OTHER U.S. SWITCHGEAR
MANUFACTURERS MAY ALSO ALREADY BE WORKING THROUGH OTHER
ABU DHABI AGENTS ON THIS TENDER WHICH IS NUMBER
WED-IT/PD/77-04/76.

4. FOLLOWING ARE FIRMS WHICH ARE KNOWN TO EMBOFF OR TO
AL QUEBEISI WHICH MAY BE INTERESTED. IF THIS LIST DOES
NOT PRODUCE INTERESTED FIRM PLS CONTACT OTHER SWITCHGEAR
MANUFACTURERS.

1. REDCO CONTROLS, INC.
1050 W. EWING ST.
SEATTLE, WASHINGTON 98119
TEL.: 206-284-5200

2. THE OFFSHORE COMPANY
BOX 2765
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HOUSTON, TELAS 77001
TEL.: 713-622-5670

3. FEDERAL PACIFIC ELECTRIC CO.
150 AVE. L.
NEWARK, N.J. 07101
TEL.: 201-589-7500

4. IDEAL ELECTRIC AND MFG. CO.
615 1ST STREET

MANSFIELDBMN OHIO 44903
TEL.: 419-522-3611
5. CONTROLLED POWER CORP.
S.E. WETMORE AT ERIE
MASSILLON, OHIO 44646
TEL.: 216-837-4681
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